



CITY OF SANTA BARBARA

COUNCIL AGENDA REPORT

AGENDA DATE: July 21, 2009

TO: Mayor and Councilmembers

FROM: Airport Administration, Airport Department

SUBJECT: Contract with Jacobs Consultancy for Airport Concessions Program

RECOMMENDATION: That Council authorize the Airport Director to execute a contract with Jacobs Consultancy for specialized services in the development of a concession and advertising program for the Airline Terminal Improvement Project, in an amount not to exceed \$59,270.

DISCUSSION:

Jacobs Consultancy (Jacobs), formally Leigh Fisher Associates, was selected after a competitive request for proposal process as part of the Airline Terminal Improvement Project. The RFP was distributed to six financial firms and four responded and were interviewed by a panel composed of the Finance Director, Assistant Airport Director, and representatives from Morgan Stanley, the City's underwriter. The panel concluded that Jacobs had the comprehensive experience and qualifications best suited to assist the City in developing a long term financial program for the Airport.

The scope of services included development and implementation of a comprehensive financing plan for the Project, airline lease negotiations, and Terminal concession planning and implementation.

An implementation component of the Airline Terminal Improvement Project is the development of a comprehensive food and beverage, gifts and sundries, and advertising program for the new Airline Terminal.

Under this contract, Jacobs will assist Airport staff with:

- developing an operator selection strategy, including local outreach and encouraging local participation;
- review and comment on tenant design guidelines to ensure consistency with the plan and competitive review process;
- the concession lease preparation;
- preparation of the Request for Proposals (RFP) including space exhibits showing the space and locations, business terms, and selection criteria; and
- selection of and lease negotiations with the successful proposers.

BUDGET/FINANCIAL INFORMATION:

This contract is funded under the Airline Terminal Improvement project in the Airport's Capital Fund.

PREPARED BY: Hazel Johns, Assistant Airport Director

SUBMITTED BY: Karen Ramsdell, Airport Director

APPROVED BY: City Administrator's Office